

## Message Text

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21

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 COME-00 /020 W

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R 150953Z MAR 75

FM AMCONSUL FRANKFURT

TO SECSTATE WASHDC 9604

INFO AMEMBASSY BONN

USMISSION USBERLIN

AMCONSUL BREMEN

AMCONSUL DUSSELDORF

AMCONSUL HAMBURG

AMCONSUL MUNICH

AMCONSUL STUTTGART

UNCLAS FRANKFURT 1727

E.O. 11652: NA

TAGS: BEXP, GW

SUBJECT: WEST GERMAN FIRM SEEKS PARTNERSHIP WITH U.S. FIRM FOR  
DISTRIBUTION OF HYDRAULIC HAMMERS AND OTHER SPECIALIZED  
BUILDING AND CONSTRUCTION TOOLS AND EQUIPMENT?

THE WEST GERMAN FIRM, MACHINEN UND GERAETEBAU FERNTHAL MUELLER,  
IS INTERESTED IN A TWO-WAY JOINT DISTRIBUTORSHIP ARRANGEMENT  
WITH A U.S. COMPANY. THIS TWO-WAY ARRANGEMENT WOULD ENCOMPASS  
SALES OF U.S.-PRODUCED EQUIPMENT IN GERMANY (AND POSSIBLY  
NEIGHBORING COUNTRIES), AND ALSO SALES OF GERMAN-PRODUCED  
EQUIPMENT IN THE UNITED STATES.

THE GERMAN FIRM IS INTERESTED IN OBTAINING DISTRIBUTORS AND  
SALES RIGHTS TO MARKET U.S.-PRODUCED MANUALLY-OPERATED  
HEAVY-DUTY HYDRAULIC HAMMERS IN GERMANY AND OTHER EUROPEAN  
COUNTRIES.

IN TURN, THE GERMAN FIRM SEEKS A U.S. DISTRIBUTORSHIP FOR  
THEIR LINE OF MACHINE-OPERATED, REMOTE-CONTROLLED, AUTOMO-  
TIVE HYDRAULIC DEMOLITION HAMMERS.

CORRESPONDENCE SHOULD BE SENT DIRECTLY TO THE FOLLOWING  
ADDRESS:

1. HERR BIRKEL, SALES MANAGER

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2. MASCHINEN UND GERAETEBAU FERNTHAL MUELLER UND CO. OHG

3. POSTFACH 1150

INDUSTRIE STRASSE

D-5466 NEUSTADT/WIED-FERNTHAL

WEST GERMANY, CABLE MFG FERNTHAL, TELEX: 0863713 MFG D

TEL: 02683-3522

MASCHINEN-UND GERAETEBAU FERNTHAL MUELLER UND CO. OHG  
(WTDR UNDER PREPARATION) WAS CAPITALIZED AT DM 1.7 MILLION  
IN 1963 AS A SALE PROPRIETORSHIP. THE FIRM SPECIALIZES  
IN THE MANUFACTURE OF CONSTRUCTION MACHINERY AND EQUIPMENT  
FOR UNDERGROUND CONSTRUCTION. SALES OF SEVERAL MILLION DM  
ARE REPORTED BY THE FIRM WHICH HAS SALES AGENCIES AND  
REPRESENTATIVES IN SWITZERLAND, ITALY, AUSTRIA, YUGOSLAVIA,  
POLAND, AND HUNGARY. THE FIRM ENJOYS A GOOD BUSINESS AND  
FINANCIAL REPUTATION IN THE TRADE.  
THE POST REQUESTS THAT THE DEPARTMENT OF COMMERCE GIVE  
WIDEST POSSIBLE DISTRIBUTION TO THIS TRADE/JOINT-DISTRIBUTION  
OPPORTUNITY.HARLAN

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## Message Attributes

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**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
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**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
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